

Message Text

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PAGE 01 MOSCOW 16054 230815Z

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LIMITED OFFICIAL USE MOSCOW 16054

E. O. 11652: N/A

TAGS: EGEN, EIND, UR, US

SUBJ: SOVIET PLANS FOR EXPANSION OF TOGLIATTI PLANT

USDOC FOR BEWT/TDAD

REF: DEPARTMENT A-7840, 10/16/74

1. REPRESENTATIVES OF CROSS COMPANY ADVISED COMMATT OCTOBER 22 THAT THEY HAD BEEN GIVEN PRELIMINARY "TECHNICAL ASSIGNMENTS" BY STANKOIMPORT FOR EQUIPMENT TO BE USED ON NEW PRODUCTION LINE TO BE ADDED TO EXISTING FACILITIES AT TOGLIATTI BAZ (FIAT) AUTO PLANT. ON BASIS TECHNICAL SPECIFICATIONS, CROSS REPS HAVE CONCLUDED THAT SOVIETS INTEND PRODUCE FOUR-WHEEL-DRIVE VARIANT OF EXISTING "ZHIGULI" STATION WAGON. SPECIFIED PRODUCTION RATE OF 60 PARTS/HOUR WOULD WORK OUT TO ANNUAL PRODUCTION OF APPROXIMATELY 240,000 UNITS, ASSUMING TWO-SHIFT OPERATIONS. CROSS EXPECTS RECEIVE FORMAL BID K REQUEST FROM SOVIETS IN THREE-FOUR MONTHS.

2. COMMENT: IN VIEW CONDITION OF SOVIET ROAD NETWORK, FOUR-WHEEL-DRIVE VERSION OF "ZHIGULI" WOULD MAKE GOOD SENSE. IF SOVIETS HAVE IN FACT DECIDED TO GO THIS ROUTE ON BAZ EXPANSION, IT IS LIKELY THAT BULK OF INCREMENTAL PRODUCTION WILL BE FOR INTERNAL CONSUMPTION AND THAT RELATIVELY FEW OF THESE CARS WILL FIND THEIR WAY TO WESTERN MARKETS. SALES IN

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PAGE 02 MOSCOW 16054 230815Z

LDC'S, WHERE HIGHWAY CONDITIONS MAY APPROXIMATE THOSE IN

USSR, ARE PERHAPS MORE LIKELY.
STOESSEL

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